

Annual Report
1987-1988

APEC
atlantic provinces
economic council

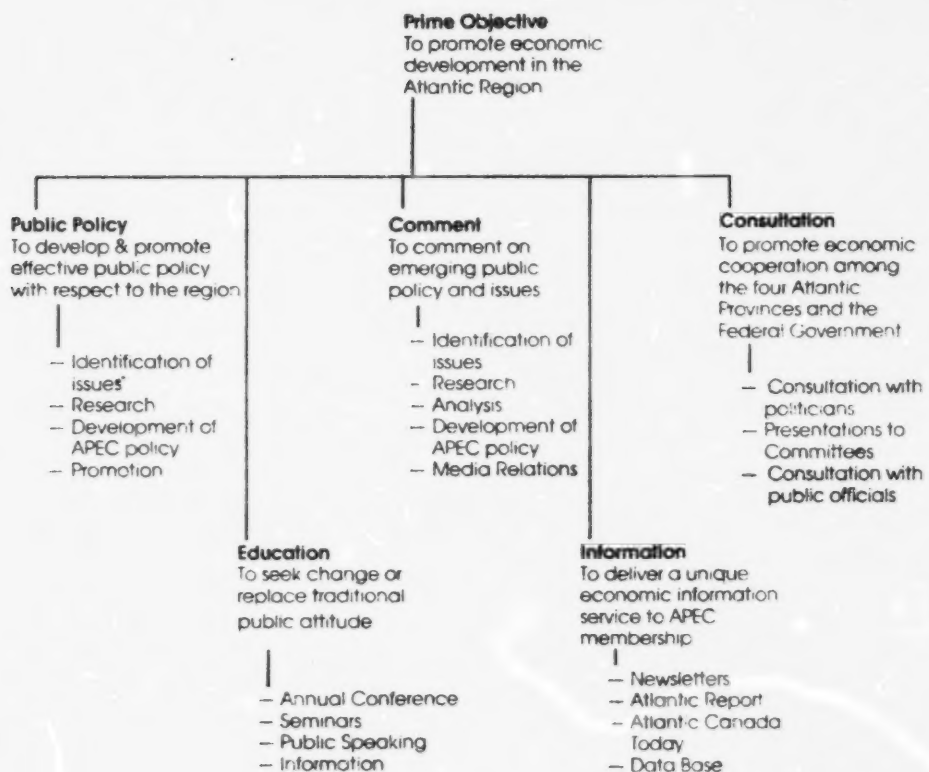
Annual Report Table of Contents

Introduction to APEC	1
Report from the Chairman	2
Report from the President	5
Board of Governors	9
Executive Committee	10
Past Chairmen	11
Publications	12
Auditors' Report	13
Staff	16
Members	
Patrons	18
Members	19

APEC
atlantic provinces
economic council

Objectives and Key Programs

APEC activities are best described by the following chart which illustrates our objectives and the programs which help achieve them.



Introduction to APEC

Founded in 1954 by a group of concerned businessmen, APEC is an independent, not-for-profit organization whose membership includes large and small businesses, labour representatives, government and community agencies, academics and individuals. APEC's primary objective is to promote the economic development of the four Atlantic Provinces.

APEC pursues its aims by:

- ☐ Developing and promoting effective public policy in respect to the region.
- ☐ Seeking to change or replace traditional public attitudes.
- ☐ Commenting on emerging public policy and issues.
- ☐ Delivering a unique economic information service to its membership.
- ☐ Promoting economic cooperation among the four Atlantic Provinces and with the Federal Government.

APEC obtains its funding from four major sources:

- ☐ paid subscriptions for its publications
- ☐ membership fees
- ☐ government grants
- ☐ funded research.

APEC is a federally-incorporated corporation. The Council is administered by a Board of Governors under the direction of a Chairman, First Vice-Chairman, four provincial Vice-Chairmen, a Treasurer and more than 20 Governors from all walks of life in Atlantic Canada. The Board meets four times a year and delegates interim decision-making responsibility to an Executive Committee. Special operating committees advise the Board on policy issues.

Management of the organization is the responsibility of the President who directs the work of a small professional, administrative and clerical staff. APEC is headquartered in Halifax, N.S.

Report from the Chairman

Since APEC was launched by a group of concerned citizens in 1954 to promote the economic development of the Atlantic region, it has experienced many challenging periods. The past year ended June 30, 1988 was no exception as it dealt with a change in its President, a serious financial loss carry-over from the previous year, and an opportunity to assess the progress of the Atlantic Canada Opportunities Agency, the organization of which APEC has worked hard to promote in recent years.

After giving APEC over five years of capable and effective leadership, Mr. Robert Stuart resigned as President at the end of February to launch his own consulting business. The Executive Committee was successful in recruiting Dr. Tim O'Neill, Professor of Economics at Saint Mary's University, to replace Mr. Stuart. Dr. O'Neill is quite familiar to APEC, having been the author of its 25-year history published in 1979, in addition to carrying out other projects. We look forward to his leadership.

Although we were not successful in eliminating the operating deficit, expenses were reduced by \$20,000, provincial government contributions were increased by \$25,600 (the first significant increase in five years), and membership revenues were up by \$29,000. We appreciate the additional financial support of the provinces of Nova Scotia, New Brunswick and Prince Edward Island. It confirms the importance of the services that APEC provides to the people and to the institutions, both government and private, of the Atlantic region.

Although the government contributions to APEC are important, the foundation of support for APEC has been and must continue to be its members. Increased attention is being paid to significantly raising revenue from this source. A major factor in the increase in membership revenue this past year was the addition of Clearwater Fine Foods, Central Trust, Imasco, the Irving Group, Scotia Investments, Sun Life and Ultramar Canada Inc. to our list of Patrons. Efforts are continuing to further increase our Patron support and to substantially broaden the membership base.

In conjunction with the 1987 annual meeting last October, a successful conference was held in Sydney outlining the economic changes in Cape Breton in recent years, and included a dinner address by Senator Lowell Murray, the Minister responsible for ACOA, and a luncheon address by Premier John Buchanan of Nova Scotia.

The December meeting of the Governors held in Halifax included a lively discussion on free trade by two well-informed persons, Lawrence Herman, who has advised Canada on legal matters in many trade negotiations, and Gordon Cummings, the C.E.O. of National Sea Products. A joint seminar on 1988 economic forecasts was held with the Halifax Board of Trade and Nova Scotia Voluntary Planning.

At the April meeting held in Bathurst, the Governors reviewed the Atlantic Opportunities Program in co-operation with Mr. Donald McPhail and some of his senior ACOA personnel, as well as key officials of the Department of Supply and Services. The June meeting was held in Corner Brook where the Governors were given an impressive presentation by several persons responsible for work on cold water technology under the leadership of Memorial University. In addition, our Newfoundland Vice Chairman, Hubert Harnett, provided an opportunity for the Governors to meet a group of leading citizens at breakfast, to acquaint them with APEC's work as well as gain more insight into the economy of that area.

With the appointment a year ago of three APEC Governors to the Advisory Board of ACOA, namely, Keith DeGrace, Rino Volpé and myself, APEC has had an opportunity to contribute to the direction of that Agency. We are optimistic that the private sector involvement in ACOA will result in significant long term benefits for the region.

Governors who retired at the 1987 annual meeting or during the year included Frederic J. Arsenault, Dr. James G. Barnes, Dr. Angus Bruneau, Hugh J. Carmichael, David A. Ganong, Ronald G. Messenger, and Roy W. Myers. We thank them for their contribution, particularly the outstanding leadership provided by David Ganong as Chairman, and the capable, dependable support of Hugh Carmichael as Treasurer. New Governors elected at the annual meeting, or appointed since then, include Real Chiasson, Jacques Couturier, Ralph Emberley, Greg Morton (our new Treasurer), John V. O'Dea, Claris Rudkowski and Allan Shaw.

In order to strengthen the effectiveness of APEC, the Governors and staff recently participated in an "on site" analysis led by Mr. Len Giffen, General Manager of the Halifax Board of Trade. The Governors believe the process involved is particularly valuable now at the beginning of Dr. O'Neill's presidency.

I wish to express to the Governors and staff my appreciation for their contribution and support and look forward to APEC's coming year's achievements in promoting the economic development of Atlantic Canada.

Donald M. Deacon

Donald M. Deacon
Chairman of the Board



Report from the President

One of the most obvious changes that has taken place at APEC since the last Annual Report is that the picture and the signature at the end of this report are new. The former President, R.A. Stuart, ended his tenure in April of this year. All members of APEC and those who recognize and value the role that APEC plays in the region have much for which to be grateful to Bob Stuart. On a personal note, he made the transition in the President's position much easier than any incumbent could reasonably expect.

The major new publication of the past year was Atlantic Canada Today, written by Maurice Mandale, our Senior Economist and Editor of Publications, with capable assistance from the other research economists at APEC, Fred Morley and Glenna Jenkins. It provides a comprehensive overview of the regional economy and has already proven to be an excellent resource for teachers and students in the new Maritime Studies program launched this past year in the public school systems of Nova Scotia and New Brunswick. As requests from and sales to the public and private sectors have demonstrated, it will also be a valuable aid to anyone wishing to study the regional economy.

A number of other research projects were carried out during the past year. At the request of the Atlantic Canada Opportunities Agency (ACOA), a short research paper on free trade and its impact on the region was completed. This is a continuation of the research effort on this topic which APEC began almost three years ago, the results of which were reported in an abbreviated form in the Atlantic Report of June 1987.

As a result of an APEC Board discussion of the federal Drug Patent Bill C-22, it was decided that a profile would be assembled of firms and institutions in the Atlantic region engaged in drug research and in biotechnology research and development. In co-operation with the Atlantic Institute of Biotechnology, a brochure is being produced which provides the profile. This work is a part of a broader interest we have in assessing the role of science and technology in regional development.

Two recent research projects involved APEC in an examination of several facets of local community development. In August, I presented a paper on the impact of community development corporations at a conference in York, England. An expanded and revised version of that study is to be presented at the Annual Conference of APEC and will be published as a special study. Also in August, the research staff completed an analysis of the factors influencing economic development at the local community level. This was done at the request of ACOA and has provided APEC and ACOA with valuable insights into the issue, as well as highlighting some data deficiencies at local levels.

In the past year, APEC has had a number of meetings with and made presentations to officials and committees of the federal government. In early December, the Chairman of the APEC Board, the President and the Treasurer met with The Honourable Michael Wilson, Minister of Finance, in a consultation prior to the tabling of the federal budget. In April, there were informal meetings with officials of the Department of Supply and Services as a follow-up to our discussions with them at the Board of Governors meeting in April. This is part of our on-going concern about the functioning of the Atlantic Opportunities Program which is designed to increase the proportion of federal purchasing from firms in the Atlantic region.

At the invitation of the House of Commons Standing Committee on Regional Development, the Chairman of the APEC Board along with Bob Stuart and me, made a presentation regarding the reorganization of the Department of Regional Industrial Expansion (DRIE) to create the new Department of Industry, Science and Technology (DIST). In that presentation and in a follow-up communication, APEC strongly urged the line departments of the federal government including DIST to maintain their legitimate responsibilities in the Atlantic region and not attempt to transfer them to ACOA as the latter's mandate is neither sufficiently broad nor adequately financed to handle all federal policy efforts in the region.

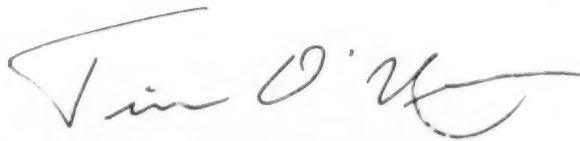
In May, APEC made a written submission to the Senate Standing Committee on Fisheries. We presented our views regarding changes taking place in markets for the region's fish production and their implications for the Atlantic economy.

Along with co-sponsors Atlantic Insight magazine and Atlantic Canada Plus, APEC again recognized the contribution of innovation to the progress of the region through the Innovator of the Year Award. At the Awards banquet held in Dartmouth, two co-winners of the Award were honoured along with the runners-up. Claris Rudkowski of the Mokami Project in Goose Bay, Labrador and David Grace of Nautel Electronics Laboratories Ltd., Tantallon, Nova Scotia were the recipients for 1987.

On two trips to Britain which were the result of commitments made prior to my assuming the position with APEC, I took the opportunity to meet with officials of the Canadian High Commission, of the British Department of Trade and Industry and of two regional development agencies (the Scottish Development Agency and the Yorkshire and Humberside Development Association), along with private business executives. The meetings served several purposes. They introduced APEC and its work to people who would know little, if anything, about the Council. More importantly, it provided us with public and private sector evaluations of the changing regional policy scene in Britain. In the most recent visit, the focus was on insights that might be gained for the Atlantic region in the promotion of expanded export activity and the enhancement of new investment opportunities.

Along with the change in the President's position, APEC also added to its staff a very capable Membership Secretary in the person of Deborah Gomersall. Debbie has been with APEC for a year and has amply justified the confidence placed in her when she was hired.

We are in the midst of some exciting developments at APEC. Along with our regular information services, publications and policy advisory activities, we look forward to providing informed guidance in areas such as the region's involvement in scientific and technological developments, effective adjustment to the Canada-U.S. free trade agreement, and the promotion of trade and investment links with countries other than the United States. ACOA is now more than a full year old, its programs are essentially in place and the role of APEC is now increasingly one of monitoring the functioning of ACOA and communicating with the Agency to ensure that its operations most effectively foster the economic prosperity of the Atlantic region.

A handwritten signature in dark ink, appearing to read "Tim O'Neill". The signature is fluid and cursive, with a large initial "T" and a stylized "O'Neill".

Tim O'Neill
President



Board of Governors

The Board of Governors consists of some 30 members of which eighteen are elected for a two-year term at the Annual General Meeting and the remainder are appointed for a one-year term by the elected members. Each province is represented by a minimum of four Governors. The APEC Board of Governors for 1987-88 is:

S.A. Archibald

Chairman
Birtex Limited
Bridgetown, N.S.

Laura E. Bennett

Sr. Vice President & Director
of Creative Services
Corporate Communications Limited
Halifax, N.S.

T.C. Bird

Chairman
Day and Ross Ltd.
Hartland, N.B.

Real Chiasson

General Manager
Association Cooperative des
Pêcheurs de l'Île
Lameque, N.B.

Berton W. Cosman

Secretary-Treasurer
New Brunswick Telephone Co. Ltd.
Saint John, N.B.

Jacques Couturier

Woodland Manager
Raoul Couturier Lumber
Edmundston, N.B.

Donald M. Deacon

Charlottetown, P.E.I.

Keith DeGrace

President
Atlantic Hust Inn
Bathurst, N.B.

Ralph Emberley

National Life
of Canada
St. John's, Nfld.

Harry Fraser

Fraser's Potato Newsletter
R.R. 1, Charlottetown, P.E.I.

Hubert Harnett

President
West Coast Bakers Ltd.
Corner Brook, Nfld.

Jim MacDonald

President
P.E.I. Federation of Labour
Charlottetown, P.E.I.

R. A. McCulloch

Executive Vice President
Finance and Administration
National Sea Products Ltd.
Halifax, N.S.

J. R. McLeod

President & General Manager
Clond Breweries Ltd.
Halifax, N.S.

Bernard F. Miller

Vice President In Flight
Air Canada
Montreal, Que.

Gregory A. Morton

Vice President, Commercial Lending
National Bank of Canada
Moncton, N.B.

Kenneth A. Oakley

Regional Director
Canadian Petroleum Association, Frontier Div.
St. John's, Nfld.

Arthur J. O'Connor

President
The New Brunswick Electric Power Commission
Fredericton, N.B.

John V. O'Dea

Barrister & Solicitor
Chalker, Green & Rowe
St. John's, Nfld.

Tim O'Neill

President, APEC
Halifax, N.S.

John R. Plummer

Public Affairs Manager Atlantic
Imperial Oil Limited
Halifax, N.S.

Rene Quigley

Secretary-Treasurer
Nova Scotia Federation of Labour
Halifax, N.S.

Dr. William M. Reid

President
University College of Cape Breton
Sydney, N.S.

John H. Reynolds

President & Chief Executive Officer
Maritime Electric Co. Limited
Charlottetown, P.E.I.

Claris Rudkowski

Chairperson
Mokami Project Group
Happy Valley-Goose Bay, Labrador

Joseph Shannon

President
Seaboard Liquid Camers Ltd.
Port Hawkesbury, N.S.

Allan C. Shaw

Chairman & C.E.O.
I.E. Shaw Limited
Halifax, N.S.

Gordon R. Simms

President
Ardent Ventures Corp.
Saint John, N.B.

Rupert J. Tingley

President & C.E.O.
Marine Atlantic Inc.
Moncton, N.B.

Rino Volpe

President
Assumption Mutual Life
Subsidiaries
Edmundston, N.B.

Bankers

Bank of Montreal, Bank of Nova Scotia, etc.

Auditors

Coffin & Brown,
Chartered Accountants

Executive Committee

Members of the Executive Committee meet on a regular basis to review APEC activities and financial status. They include the Chairman of the Board, the Past Chairman, the First Vice-Chairman, Provincial Vice-Chairmen, Treasurer, Secretary and President.



Donald Deacon
Chairman



R.A. McCulloch
Past Chairman



Gregory Morton
Treasurer



Dr. W.M. Reid
Vice-Chairman, N.S.



T.C. Bird
Vice-Chairman, N.B.



J.H. Reynolds
Vice-Chairman, P.E.I.



Hubert Harnett
Vice-Chairman, Nfld.
& Labrador



Tim O'Neill
President



Lois G. Duffy
Secretary

Past APEC Chairmen

R. Whidden Ganong	1955-1956
*R. J. Rankin	1957-1958
Dr. Frank Mackinnon	1958-1959
*Arthur Johnson	1959-1961
Prof. W. Y. Smith	1961-1962
Gerald E. Martin	1962-1963
*John S. Wright	1963-1965
John R. O'Dea	1965-1966
Gilbert Finn	1966-1968
C. R. MacFadden	1968-1970
Stephen Weyman, M.D.	1970-1972
*D. J. O'Connell	1972-1974
L. G. Hudson	1974-1975
A. A. Brait	1975-1977
G. J. Doucet	1977-1980
George T. Urquhart	1980-1982
David McD. Mann, Q.C.	1982-1984
David A. Ganong	1984-1985
R.A. McCulloch	1985-1987

*Deceased

NOTE: In 1981 the title of the senior member of the Board of Governors was changed from "President" to "Chairman" and the title of the senior member of the permanent staff was changed from "Executive Vice-President" to "President". These changes reflect APEC's status as a private corporation.

Publications

A

PEC publications continue to provide the most visible of our services to members. Judging by the comments we have received, the quality of our materials continues to be very high and obviously are of value to people in the region.

The quarterly Atlantic Report provides a review and outlook of the principal economic sectors in the region as a whole, and in addition, each of the four provincial economies is examined. A year-end review and outlook are done annually as well as a major projects inventory.

The APEC Newsletter is published eight times a year. It highlights APEC activities, news on upcoming events and items of significance to the state of the regional economy. Over the past year, articles appeared on provincial debts, pharmaceuticals and Atlantic Canada, PEI population trends, transportation deregulation, Atlantic exports, poverty in Canada, and the Maine economy.

Atlantic Canada Today presents a comprehensive examination of the economy of Atlantic Canada. The major sectors are dealt with in separate sections. In addition, chapters are provided on transportation, investment, regional development and labour markets. The book ends with a prospective look at the future of the Atlantic region. The text is supplemented by over ninety graphs and charts for easy reference. Atlantic Canada Today is a unique source of information in a readable and useful form.

Auditors' Report

To the Members of Atlantic Provinces Economic Council

We have examined the balance sheet of the Atlantic Provinces Economic Council as at June 30, 1988 and the statements of revenue and expenditure and members' equity (deficit) for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Council as at June 30, 1988 and the results of its operations for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Halifax, Canada
August 12, 1988

Colin Barron
CHARTERED ACCOUNTANTS

ATLANTIC PROVINCES ECONOMIC COUNCIL

BALANCE SHEET JUNE 30, 1988

	1988	1987
ASSETS		
Current assets		
Cash	\$10,437	\$15,619
Accounts receivable (note 2)	72,538	45,517
Prepaid expenses	2,283	3,075
	<u>85,258</u>	<u>64,211</u>
Fixed assets, at nominal value	<u>1</u>	<u>1</u>
	<u>\$85,259</u>	<u>\$64,212</u>
LIABILITIES		
Current liabilities		
Bank indebtedness	\$79,600	\$38,000
Accounts payable and accrued expenses	25,048	24,582
Membership revenue received in advance		10,580
Advance billings	13,520	12,180
Deferred research revenue	5,000	
	<u>123,168</u>	<u>85,342</u>
MEMBERS' EQUITY (DEFICIT)	<u>(37,909)</u>	<u>(21,130)</u>
	<u>\$85,259</u>	<u>\$64,212</u>

On behalf of the Board

David Deacon
Jo Mearns

Directors

ATLANTIC PROVINCES ECONOMIC COUNCIL

STATEMENT OF REVENUE AND EXPENDITURE YEAR ENDED JUNE 30, 1988

	1988	1987
Revenue		
Membership fees and contributions	\$194,005	\$165,075
Subscription revenue	13,265	14,355
	<u>207,270</u>	<u>179,430</u>
Atlantic Canada Today	29,658	
Atlantic Provinces Provincial Government grants	75,000	49,400
Investment income	425	343
Seminars	586	1,582
Rent and services		4,578
Research contract revenue (note 2)	7,500	53,420
Other income	14,685	13,123
	<u>335,124</u>	<u>301,876</u>
Expenditures		
Advertising and promotion	4,307	2,446
Atlantic Canada Today	21,757	76
Employee benefits	17,490	20,757
Interest and bank charges	8,883	5,567
Library	5,152	5,940
Maintenance of equipment	3,405	2,602
Meetings and conferences	13,040	14,153
Miscellaneous	7,857	4,605
Postage and express	3,920	3,090
Printing and publications	28,176	24,548
Professional fees	3,326	3,950
Rent and taxes	46,585	43,885
Rental of equipment	14,023	13,985
Research contract costs	1,418	41,843
Salaries	231,658	243,388
Stationery and office supplies	1,943	2,765
Telephone	10,242	8,702
Training and education		4,233
Travel and auto	28,721	25,070
	<u>451,903</u>	<u>471,605</u>
Excess of expenditures over revenue before Federal Grant	116,779	169,729
Federal Contribution	100,000	100,000
Excess of Expenditures over Revenue	<u>\$16,779</u>	<u>\$69,729</u>

ATLANTIC PROVINCES ECONOMIC COUNCIL

STATEMENT OF MEMBERS' EQUITY (DEFICIT) YEAR ENDED JUNE 30, 1988

	1988	1987
Balance (deficit), beginning		
As previously reported	\$(34,566)	\$ 48,599
Prior year's adjustment (note 2)	13,436	
As restated	(21,130)	48,599
Excess of expenditure over revenue	16,779	69,729
Balance (deficit), ending	<u>\$(37,909)</u>	<u>\$(21,130)</u>

ATLANTIC PROVINCES ECONOMIC COUNCIL

NOTES TO FINANCIAL STATEMENTS JUNE 30, 1988

1. Significant Accounting Policies

Revenue on contracts is recognized on the percentage of completion basis.

Capital expenditures are expensed as incurred.

Membership fees and subscription revenue are recorded as income in the year billed.

2. Prior Year's Adjustment

This adjustment results from a decision by the Council of Maritime Premiers to absorb the cost overrun incurred by the Council on the Free Trade research study which was completed in the 1987 fiscal year. Net income for 1987 has been restated by being increased by \$13,436 and accounts receivable at June 30, 1987 have been restated by being increased by \$13,436.

3. Operating Leases

Automobile and Equipment

The Council has entered into agreements to lease certain office equipment. For accounting purposes, these leases are classified as operating leases. Future minimum lease payments for the following five years are as follows:

1989	\$10,181
1990	6,958
1991	5,341
1992	5,341
1993	665
	<u>\$28,486</u>

Rental of premises

Under the terms of an operating lease expiring December 31, 1989, the Council is committed to make minimum monthly payments for office rentals of \$2,173. The Council is also required to pay its share of certain operating expenses incurred by the lessor.

APEC Staff

The day to day affairs of APEC are handled by the permanent staff who operate from the office in Halifax. APEC staff are well qualified and bring a wide range of experience to the organization.

President — Timothy J. O'Neill, Ph.D.

Tim is a native of Sydney, Nova Scotia, and holds degrees in economics from St. Francis Xavier University, the University of British Columbia, and Duke University (North Carolina). He taught for 12 years in the Department of Economics at Saint Mary's University in Halifax. He also taught for four years at the University of Prince Edward Island, and has had wide experience of consulting with many different agencies throughout Atlantic Canada.

Office Manager — Lois G. Duffy, BA, CPS

Lois is a native of New Brunswick, a graduate of Acadia University, and has worked for APEC since 1955. She is not only the senior administrator, but has been a major force in managing APEC's survival through difficult times in the past.

Senior Economist & Editor-Publications — Maurice Mandale, MA, MPhil Maurice is a graduate of St. Andrews' University and the University of London and has undertaken post-graduate studies at the University of Minnesota. Maurice has almost 15 years experience in the field of resource economics and joined APEC after work as a consultant with the Maritime Resource Management Service.

Economist — Glenna M. Jenkins, BA (Hons), MDE

Glenna is a native of Halifax and is a recent graduate of Dalhousie University's Graduate Development Economics Program. She joined APEC in 1985 after working as a Regional Co-ordinator with the Council of Maritime Premiers.

Economist—J. Fred Morley, BSc, BA, MA

Fred is from Sydney, Cape Breton, and is a graduate of Dalhousie University and Saint Mary's University. He has been a member of the staff since 1981 and previously worked on several APEC projects.

Membership Secretary — Deborah Gomersall

Debbie is a native of Halifax and joined APEC a year ago. She is a graduate of the Maritime Secretarial Academy and has several years of secretarial experience, mainly in the office of the Lieutenant-Governor of Nova Scotia.

President — General Management
APEC Funding
Membership
Seminars/Conference
External Relations

**Senior Economist &
Editor-Publications**
Economist
Economist

- Ongoing Research
- Newsletter
- Atlantic Report
- Research Projects
- Media Relations
- Library

Office Manager
Membership Secretary

- Office Administration
- Membership Administration
- Secretarial Support
- Accounting
- Library

APEC Staff Organization
& Responsibilities



Membership

Membership, the backbone of APEC operations, serves as both a source of revenue and as a broad base of influence in the regional community.

A Patron is a unique category of membership in which members undertake a special commitment of support. APEC is grateful and proud to acknowledge the following corporations which are members of our exclusive Patron club.

Air Canada
Atomic Energy of Canada Limited
Bank of Montreal
The Bank of Nova Scotia
Brunswick Mining & Smelting Corporation
Canadian National Railways
Central Trust Company
Clearwater Fine Foods Inc.
Imasco Limited
Imperial Oil Limited
Irving Group
John Labatt Limited
Marine Atlantic Inc.
Maritime Telegraph & Telephone Company, Limited
McCain Foods Limited
Moosehead Breweries Limited
National Sea Products Limited
The New Brunswick Electric Power Commission
The New Brunswick Telephone Company, Limited
Newfoundland Light & Power Company, Limited
Newfoundland Telephone Company, Limited
Nova Scotia Power Corporation
Petro-Canada
The Royal Bank of Canada
Scotia Investments Limited
Sobeys Stores Limited
Sun Life Assurance Company of Canada
Ultramar Canada Inc.

Members

As of June, 1988

ACL Canada Inc	Halifax, N.S.	Clarkson Gordon	Halifax, N.S.
Acadia Construction Limited	Bridgewater, N.S.	Clarkson Gordon	Saint John, N.B.
Acadia University	Wolfville, N.S.	Clearwater Fine Foods Inc.	Bedford, N.S.
Acadian Seaplanes Ltd	Dartmouth, N.S.	Collins Barrow	Halifax, N.S.
Air Canada	Halifax, N.S.	Commercial Safety Surveys Limited	Truro, N.S.
Air Nova Inc	Bedford, N.S.	Consolidated-Bathurst Limited	Montreal, Que.
Amalgamated Dairies Limited	Summerside, P.E.I.	Co-op Atlantic	Moncton, N.B.
Andrés Wines Atlantic Limited	Truro, N.S.	Coopers & Lybrand	Halifax, N.S.
Architects Four Limited	Moncton, N.B.	Corner Brook Economic Development Corporation Ltd	Corner Brook, Nfld
Ardent Holdings Corporation	Saint John, N.B.	Corporate Communications Limited	Halifax, N.S.
Association of Professional Engineers of N.S. (The)	Halifax, N.S.	Council of Maritime Premiers	Halifax, N.S.
Assumption Group (The)	Edmundston, N.B.	Cox, Downie, & Goodfellow	Halifax, N.S.
Assomption Mutual Life Insurance Company	Moncton, N.B.	Craig O'Neil & Associates	Halifax, N.S.
Atlantic Corporation Limited	Port Hawkesbury, N.S.	Crosby Molasses Company, Limited	Saint John, N.B.
Atlantic Industries (New Brunswick) Limited	Sackville, N.B.	Crown Cork and Seal Canada Inc.	Concord, Ont.
Atlantic Host Inn	Bathurst, N.B.	Cy's Sea Food Restaurant	Moncton, N.B.
Atlantic Oxygen Limited	Halifax, N.S.		
Atlantic Sleep Products Limited	Moncton, N.B.	Daily Gleaner (The)	Fredericton, N.B.
Atlantic Speedy Propane Limited	Moncton, N.B.	Dale & Company, Limited	Halifax, N.S.
Atlantic Television System	Halifax, N.S.	Dalhousie University	Halifax, N.S.
Atomic Energy of Canada Limited	Ottawa, Ont.	Dartmouth Chamber of Commerce	Dartmouth, N.S.
		Dartmouth, City of	Dartmouth, N.S.
Bank of Montreal	Montreal, Que.	Day and Ross Inc.	Hartland, N.B.
Bank of Nova Scotia	Halifax, N.S.	Diagnostic Chemicals Ltd.	Charlottetown, P.E.I.
Barbour, G.E. Company Limited	Sussex, N.B.	Diamond Construction (1961) Limited	Fredericton, N.B.
Barclays Bank of Canada	Halifax, N.S.	Doane Raymond	Halifax, N.S.
Beli, Alfred J. & Grant Limited	Halifax, N.S.	Dorstar Inc.	Montreal, Que.
Beothic Fish Processors Limited	St. John's, Nfld	Doucet & Associates	Halifax, N.S.
Best Western MacLauchlan's Motel	Charlottetown, P.E.I.	Dover Mills Limited	Halifax, N.S.
Blackwood Hodge Equipment Limited	Moncton, N.B.		
Bolands Limited	Dartmouth, N.S.	EPC Industries Limited	Saint John, N.B.
Bonar Packaging Ltd.	Fredericton, N.B.	Eastern Bakeries Limited	Saint John, N.B.
Bowater Mersey Paper Company, Limited	Liverpool, N.S.	Eastern Canada Consulting Services Limited	Fredericton, N.B.
Bridgewater Development Commission	Bridgewater, N.S.	Eastern Canada Towing Limited	Halifax, N.S.
Brunswick Bottling Ltd.	Woodstock, N.B.	Eastern Counties Regional Library	Mulgrave, N.S.
Brunswick Mining & Smelting Corporation Limited	Belledune, N.B.	Eastern Drug Services	Halifax, N.S.
Bryden, Mr. John G.		Edwards Fine Foods Limited	Halifax, N.S.
(Office of Economic Development)	Fredericton, N.B.	Export Development Corporation	Halifax, N.S.
Bureau Du Québec	Moncton, N.B.		
Burns, Fry Limited	Halifax, N.S.	Fathom Atlantic Ltd.	Dartmouth, N.S.
Buzzell, Robert K. Limited	Moncton, N.B.	Federal Business Development Bank	Halifax, N.S.
		Federal Pioneer Limited	Truro, N.S.
CANRON Incorporated	Toronto, Ont.	First Canadian Capital Management Inc.	Toronto, Ont.
CBCL Limited	Halifax, N.S.	Fiske Group Limited (The)	Halifax, N.S.
CJCH (Television) Limited	Halifax, N.S.	Flake Board Co. Limited	St. Stephen, N.B.
Cabol Institute of Applied Arts and Technology	St. John's, Nfld	Formac Publishing Limited Company	Halifax, N.S.
Campbellton, City of	Campbellton, N.B.	Foundation Company of Canada Limited (The)	Eastern Passage, N.S.
Canada Life Assurance Company (The)	Toronto, Ont.	Fraser and Hoyt (Insurance) Limited	New Glasgow, N.S.
Canada Trust Company (The)	Halifax, N.S.	Fraser, Mr. Harry	Charlottetown, P.E.I.
Canadian Airlines International	Elmsdale, N.S.		
Canadian Broadcasting Corporation	Halifax, N.S.	Ganong Bros. Limited	St. Stephen, N.B.
Canadian Forestry Service	Truro, N.S.	General Motors of Canada Limited	Oshawa, Ont.
Canadian Imperial Bank of Commerce	Toronto, Ont.	Geoplan Consultant Inc.	Fredericton, N.B.
Canadian Manufacturers' Association, The	Halifax, N.S.	Guardian-Patriot Limited	Charlottetown, P.E.I.
Canadian National Railways	Moncton, N.B.		
Canadian Pacific Rail	Montreal, Que.	HHC Team Consultants Inc.	Halifax, N.S.
Canadian Petroleum Association Frontier Division	St. John's, Nfld	Halifax Board of Trade	Halifax, N.S.
Canadian Salt Company, Limited (The)	Pugwash, N.S.	Halifax, City of	Halifax, N.S.
Canadian Tire Associate Store	Charlottetown, P.E.I.	Halifax-Dartmouth Industries Limited	Halifax, N.S.
Canadian Tire Associate Store	Amherst, N.S.	Halifax Herald Limited (The)	Halifax, N.S.
Cape Breton Development Corporation	Sydney, N.S.	Hilton International Saint John	Saint John, N.B.
Capital Region Development Commission, Inc.	Fredericton, N.B.	Harvey & Company, Limited	St. John's, Nfld
Carleton Co-operative Limited	East Florenceville, N.B.	Holland College	Charlottetown, P.E.I.
Centennial Group of Companies, Limited	Halifax, N.S.	Hope & Associates Limited	Saint John, N.B.
Central Trust Company	Halifax, N.S.		
Chalker, Green & Rowe	St. John's, Nfld	IBM Canada Limited	Halifax, N.S.
Charlottetown, City of	Charlottetown, P.E.I.	Imasco Limited	Montreal, Que.
Charlottetown Clinic	Charlottetown, P.E.I.	Imperial Oil Limited	Toronto, Ont.
Chateau-Gai Wines (Atlantic) Limited	Scoudouc, N.B.	Industrial Estates Limited	Halifax, N.S.
		Irving Group	Moncton, N.B.
		Isernor, Laurie & Sons Limited	Elmsdale, N.S.
		Island Fertilizers Limited	Charlottetown, P.E.I.
		Island Telephone Company, Limited (The)	Charlottetown, P.E.I.

Jack & Company, Limited	Halifax, N.S.	Nova Scotia Research Foundation Corp.	Dartmouth, N.S.
Johnsons Insurance Limited	St. John's, Nfld.	Nova Scotia Resources Ltd.	Halifax, N.S.
		N.S. Tractors & Equipment Limited	Halifax, N.S.
Karlson Shipping Company, Limited	Halifax, N.S.	Oxford Frozen Foods Limited	Oxford, N.S.
Keirstead's Flower Shop, Limited	Saint John, N.B.		
Labatt, John, Limited	London, Ont.	Peat, Marwick, Mitchell & Company	Moncton, N.B.
Lafarge Canada Inc.	Halifax, N.S.	Peat, Marwick, Mitchell & Company	Halifax, N.S.
L'Association Coopérative des Pêcheurs de l'Île L'Île	Lamèque, N.B.	Petro-Canada Inc.	Calgary, Alta.
Lehndorff Property Management Limited	Halifax, N.S.	Physical Distribution Advisory Council	Moncton, N.B.
Leonard Corporation Limited	Fredericton, N.B.	Powmatic of Canada Limited	Halifax, N.S.
Linkletter Motel	Summerside, P.E.I.	Prince Edward Island Mutual Fire Insurance Company	Summerside, P.E.I.
Lloyds Bank Canada	Halifax, N.S.	Progressive Conservative Assn. of Nova Scotia	Halifax, N.S.
Lounsbery Company Limited	Moncton, N.B.	Purity Factories Limited	St. John's, Nfld.
Lundrigans-Cornstock Limited	Corn Brook, Nfld.		
Lunenburg Foundry & Engineering Limited	Lunenburg, N.S.	Raoul Couturier Lumber	Edmundston, N.B.
		Research & Productivity Council	Fredericton, N.B.
MFM Industries Limited	Moncton, N.B.	Robin Hood Multifoods Limited	Moncton, N.B.
Manson Drugs Limited	Sydney River, N.S.	Rowe, Mr. Kerry C. (Bank of Montreal)	Halifax, N.S.
Maplehurst Apartments Limited	Dartmouth, N.S.	Royal Bank of Canada (The)	Halifax, N.S.
Malpeque Fertilizers Ltd.	Summerside, P.E.I.	Royal Insurance - Canada	Halifax, N.S.
Marine Atlantic Inc.	Moncton, N.B.	Royal Trust	Halifax, N.S.
Maritime Beverages Limited	Saint John, N.B.	RoyNat Inc.	Halifax, N.S.
Maritime Electric Company, Limited	Charlottetown, P.E.I.		
Maritime Farmer's Council	Moncton, N.B.	Sable Gas Systems Limited	Halifax, N.S.
Maritime Hospital Services Association	Moncton, N.B.	Saint John, City of	Saint John, N.B.
Maritime Medical Care Inc.	Halifax, N.S.	Saint Mary's University	Halifax, N.S.
Maritime Paper Products, Limited	Dartmouth, N.S.	Saint Thomas University	Fredericton, N.B.
Maritime Telegraph & Telephone Company, Limited	Halifax, N.S.	Salsman, Mr. Dean W.	Halifax, N.S.
Marsh Adjustment Bureau Limited	Halifax, N.S.	Sandwell Swan Wooster Inc.	Halifax, N.S.
Marshall, H.H., Limited	Halifax, N.S.	Scotia Bond Company, Limited	Halifax, N.S.
McCain Foods Limited	East Florenceville, N.B.	Scotia Furs Limited	Truro, N.S.
McInnes, Cooper & Robertson	Halifax, N.S.	Scotia Investments Limited	Halifax, N.S.
McLaughlin, Ms. Yvette Audet	Fredericton, N.B.	Shaw, L.E., Limited	Lantz, N.S.
McLellan Lincoln Mercury Limited	Halifax, N.S.	Shell Canada Resources Limited	Calgary, Alta.
McNeill, J.F., Limited	St. John's, Nfld.	Simms, T.S. & Company, Limited	Saint John, N.B.
Memorial University of Newfoundland	St. John's, Nfld.	Sight & Sound Productions Limited	Armdale, N.S.
Memramcook Institute	Saint Joseph, N.B.	Smith, A.D., Lumber Limited	Amherst, N.S.
Mercer, William M., Limited	Halifax, N.S.	Sobeys Stores Limited	Stellarton, N.S.
Metropolitan Life Insurance Company	Ottawa, Ont.	St. Francis Xavier University	Antigonish, N.S.
Midland Doherty Ltd.	Toronto, Ont.	St. John's Board of Trade	St. John's, Nfld.
Mobil Oil Canada Properties	Calgary, Alta.	St. Lawrence Cement Inc.	Quebec, Que.
Moncton Industrial Development Limited	Moncton, N.B.	Stevenson Kellogg Ernst & Whinney	Halifax, N.S.
Moncton Publishing Company, Limited	Moncton, N.B.	Stone & Webster Canada Limited	Toronto, Ont.
Montreal Trust Company	Halifax, N.S.	STORA	Port Hawkesbury, N.S.
Moosehead Breweries Limited	Saint John, N.B.	Strait of Canso Industrial Development Authority	Port Hawkesbury, N.S.
Mosher Limestone Company, Limited Upper	Musquodoboit, N.S.	Sun Life Assurance Company of Canada	Halifax, N.S.
Mount Allison University	Sackville, N.B.	Sutherland, Bruce, Associates Limited	Moncton, N.B.
Mount Saint Vincent University	Halifax, N.S.		
Municipality of the County of	Halifax, N.S.	Technical University of Nova Scotia	Halifax, N.S.
Mutual Life Assurance Company of Canada	Halifax, N.S.	Texaco Canada Inc.	Halifax, N.S.
		Theta Marketing Limited	Halifax, N.S.
Nabisco Brands Limited	Toronto, Ont.	Thompson's Transfer Company, Limited	Middleton, N.S.
National Bank of Canada	Moncton, N.B.	Thorne Ernst & Whinney	Saint John, N.B.
National Sea Products Limited	Halifax, N.S.	Tokai Bank Limited (The)	Toronto, Ont.
Nesbitt Thomson Deacon Inc.	Halifax, N.S.	Toronto-Dominion Bank (The)	Halifax, N.S.
New Brunswick Electric Power Commission	Fredericton, N.B.	Touche, Ross & Company	Halifax, N.S.
New Brunswick Telephone Company, Limited	Saint John, N.B.	Touche, Ross & Co.	Saint John, N.B.
New Brunswick Wire Fence Company, Limited	Moncton, N.B.	Toyota Canada Inc.	Dartmouth, N.S.
New England Governors Conference	Boston, MA	Tractors & Equipment (1962) Limited	Fredericton, N.B.
New England Life	Boston, MA	TransCanada PipeLines	Toronto, Ont.
Newfoundland Capital Corporation	Dartmouth, N.S.		
Newfoundland & Labrador Development Corp., Ltd.	St. John's, Nfld.	Ultramar Canada Inc.	St. John's, Nfld.
Newfoundland Light & Power Co. Ltd.	St. John's, Nfld.	University College of Cape Breton	Sydney, N.S.
Newfoundland Telephone Company, Limited	St. John's, Nfld.	University of Moncton	Moncton, N.B.
Nickle Family Foundation	Calgary, Alta.	University of New Brunswick	Fredericton, N.B.
Northern Telecom Limited	Islington, Ont.	University of Prince Edward Island	Charlottetown, P.E.I.
Northwest Industrial Commission Inc.	Edmundston, N.B.		
Nova Scotia Agricultural College	Truro, N.S.	Ven-Rez Products Limited	Shelburne, N.S.
Nova Scotia New Democratic Party	Halifax, N.S.	Volvo (Canada) Limited	Halifax, N.S.
Nova Scotia Power Corporation	Halifax, N.S.	Walker, A.J. & Son Limited	Truro, N.S.
		Webster & Sons Limited	Truro, N.S.

Westinghouse Canada Inc.	Halifax, N.S.
Whitman, Benn & Associates Limited	Halifax, N.S.
Whynot, Earl & Associates Graphics Limited	Halifax, N.S.
Williams, Murphy and MacLeod Limited	Charlottetown, P.E.I.
Wilson Fuel Company, Limited	Truro, N.S.

Xerox Canada Inc. Don Mills, Ont.

APEC maintains a reciprocal exchange of information and materials with the following organizations:

Area Development Sites & Facility Planning	Great Neck, N.Y.
Asia Pacific Foundation of Canada	Vancouver, B.C.
Association of Engineering Technicians & Technologists of Newfoundland	St. John's, Nfld.
Atlantic Canada Plus Association	Halifax, N.S.
Atlantic Center for the Environment	Ipswich, MA
Atlantic Provinces Chamber of Commerce	Moncton, N.B.
Better Business Bureau Maritimes Inc.	Halifax, N.S.
CANWEC	Ottawa, Ont.
Canada Japan Trade Council	Ottawa, Ont.
Canada-Newfoundland Offshore Petroleum Board	St. John's, Nfld.
Canadian Construction Association	Ottawa, Ont.
Canadian Energy Research Institute	Calgary, Alta.
Canadian Export Association	Ottawa, Ont.
Canadian Federation of Independent Business	Willowdale, Ont.
Canadian Foundation for Economic Education	Toronto, Ont.
Community Planning Association of Canada (Nova Scotia Division)	Halifax, N.S.
Canadian Pulp & Paper Industry	Toronto, Ont.
Canadian Tax Foundation	Toronto, Ont.
Centre for International Business Studies	Halifax, N.S.
(The) Conference Board of Canada	Ottawa, Ont.
Conservation Council of New Brunswick	Fredericton, N.B.
Ecology Action Centre	Halifax, N.S.
Economic Council of Canada	Ottawa, Ont.
Economic Council of Newfoundland & Labrador	St. John's, Nfld.
C. D. Howe Institute	Toronto, Ont.
I.C.U.R.R.	Toronto, Ont.
Intermetrica Ltd.	Ottawa, Ont.
The Innovation Management Institute of Canada	Ottawa, Ont.
Institute of Man & Resources	Charlottetown, P.E.I.
Institute for Research on Public Policy	Ottawa, Ont.
Market Development Centre	West Royalty, P.E.I.
Micromedia	Toronto, Ont.
National Planning Association	Washington, D.C.
Newfoundland Ocean Industries Assn.	St. John's, Nfld.
North-South Institute	Ottawa, Ont.
Roads & Transportation Assoc. of Canada	Ottawa, Ont.
Western Transportation Advisory Council	Vancouver, B.C.

Fee Schedule

Membership in APEC is open to all businesses, associations, institutions and individuals. Membership includes complimentary subscription(s) to all APEC publications including newsletters, quarterly reports, annual reviews and Atlantic Canada Today. The following membership fee schedule is applicable effective January 1, 1988.

Category	Fee	Fee Entitles Members to this Number of Sets of Publications
Individuals and non-profit institutions	\$190	1
Companies employing		
1-25 employees in region or regional sales up to \$1 million	\$190	1
26-100 employees in regional sales up to \$5 million	\$315	2
101-300 employees in region or regional sales from \$6 to \$25 million	\$610	3
301-500 employees in region or regional sales from \$26 to \$50 million	\$1215	4
501-1000 employees in region or regional sales from \$51 to \$100 million	\$1820	7
over 1000 employees in region or regional sales over \$100 million	\$3090	10
Patron	\$4000	15
Publications Subscription	\$115	1

Note:

- 1) Membership fees are tax-deductible (special receipts for individuals issued on request).
- 2) Non-member subscriptions to publications may be purchased for \$115 per year.
- 3) Additional publication subscription for members, over and above the number of sets to which they are entitled as members, may be purchased for \$75 a year.

APEC
5121 Sackville Street
Suite 500
Halifax, Nova Scotia
B3J 1K1
(902) 422-6516
Fax: (902) 429-6803

APEC
atlantic provinces
economic council

Membership Application

Member Name _____

Address _____ Postal Code _____

Type of Business _____ No. Employees _____

Annual Contribution (fee) _____ Telephone No. _____

Additional number publication subscriptions required _____ x \$75 _____

Non-Member subscription to publications _____ x \$115 _____

Please address all correspondence to _____